

FIGURE 1

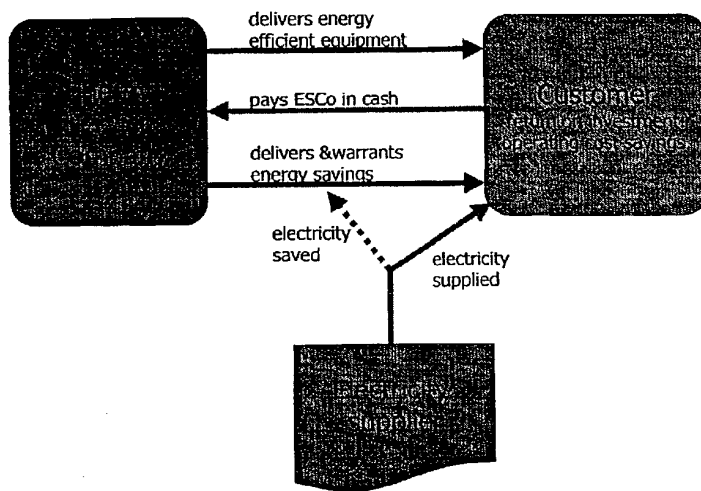


FIGURE 2

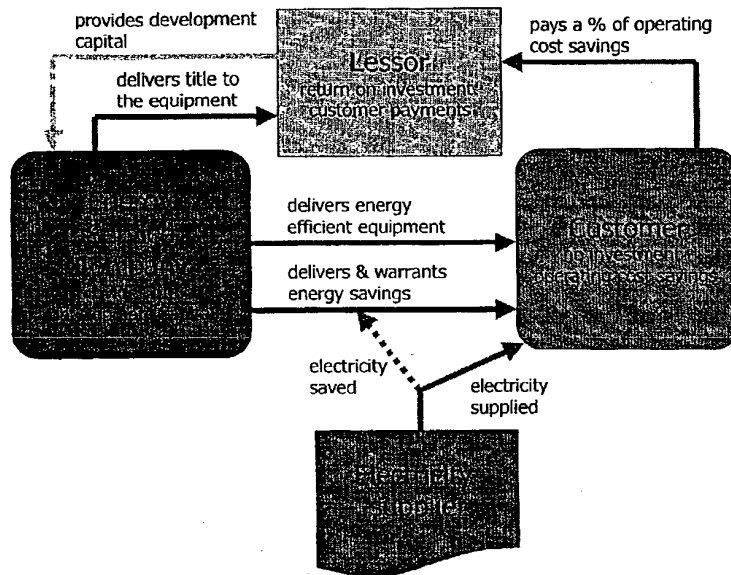


FIGURE 3

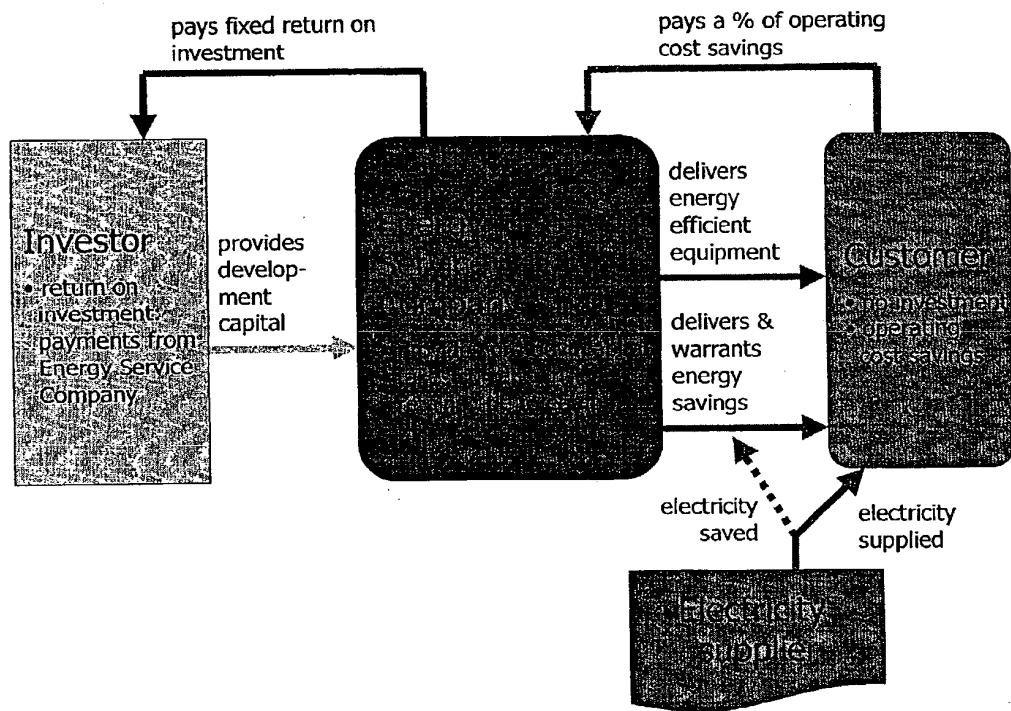


FIGURE 4

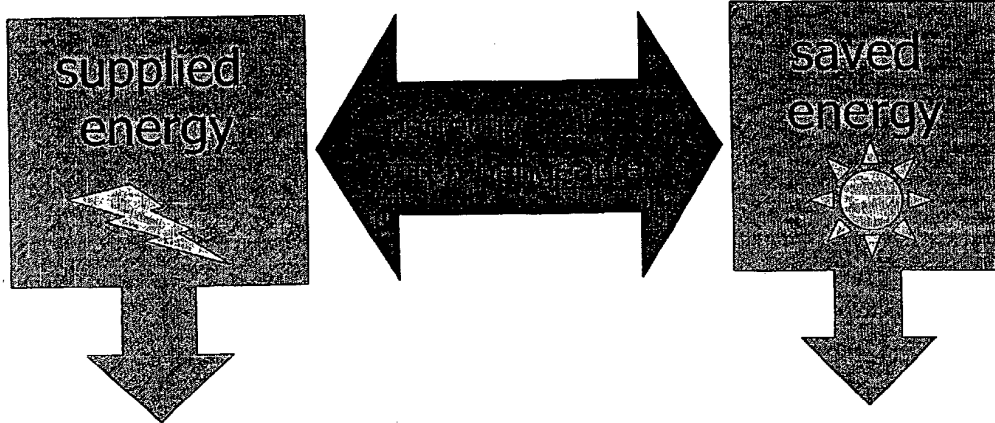


FIGURE 5

outsourced:

- resource evaluation
- capital
- products
- services: engineering, metering, billing, measurement
- risk management: currency, installation, credit, performance, interest rate, cost

Developer
Manages the activities of the SPE, manages outsourcing, protects SPE & customers from risk

Smart Energy Provider
Manages the SEP, manages outsourcing, protects SEP & customers from risk, receives a fee

customer

customer

customer

customer

customer

customer

receive new equipment - pay only for saved energy

sells saved energy
